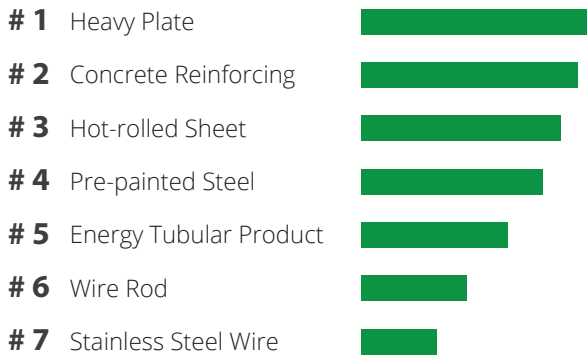


Steel Safeguards & Tariffs

BCCA Industry Feedback to Trade Policy and Negotiations Branch Survey

The information below is culled from a survey deployed to BCCA's network at the urgent request of the Ministry of Jobs, Trade and Technology Trade Policy and Negotiations Branch on November 22, 2018. The survey was open for five days and collected information from 133 respondents across the province.

Product Availability Concerns



Business Volume*

\$1.5M

average import value of steel products per company

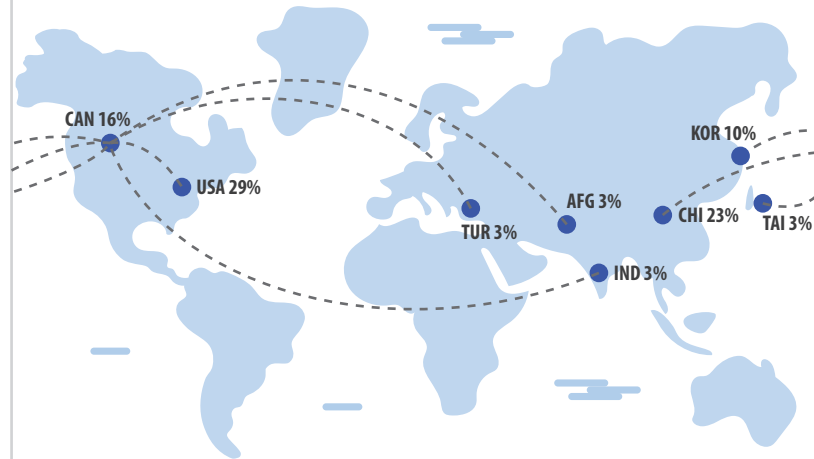


60K TONNES

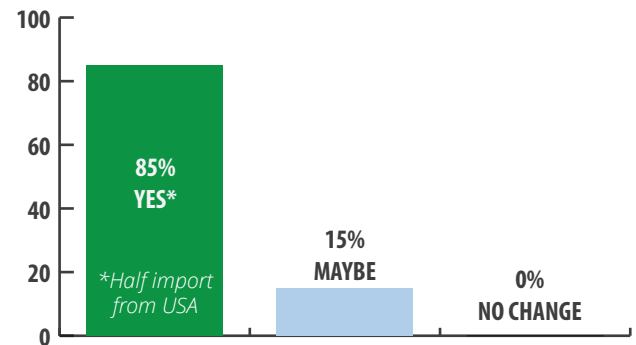
average import quantity of steel products per company

*the majority of respondents (75%) rely on suppliers and do not purchase directly from producers. These statistics relates only to those who buy directly.

Sources of Steel



Do you see your import sources changing in the wake of Canadian tariffs?



Canadian Suppliers...

...have limited stock and have been hit with tariffs and import pricing.

...showed little or no interest until the opportunity to launch a trade case arose.

...are not an option as there are not enough of them to supply our industry.

Cost

85%



said the biggest impact is increased cost of construction